

Message Text

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ACTION XMB-04

INFO OCT-01 AF-06 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00 OPIC-03 SP-02

CIEP-01 LAB-04 SIL-01 OMB-01 ACDA-05 DODE-00 PM-04

L-03 NASA-01 NSC-05 OES-03 /072 W

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R 260939Z SEP 75

FM AMEMBASSY FREETOWN

TO SECSTATE WASHDC 1924

LIMITED OFFICIAL USE FREETOWN 2342

E.O. 11652: N/A

TAGS: PBRO

FDWJECT: FCIA CREDIT INSURANCE REQUEST TO COVER SALE OF SATELLITE

COMMUNICATIONS EARTH STATION TO SL POSTS & TELECOMMUNI-
CATIONS

REF: STATE 226601

1. ACQUISITION OF SATELLITE COMMUNICATIONS GROUND STATION
IS HIGH PRIORITY ITEM FOR GOSL. MINISTER OF TRANSPORT
AND COMMUNICATIONS HAS TOLD AMBASSADOR THAT GOSL HAS MADE
FIRM DECISION PURCHASE SUCH STATION AND DECISION ON SOURCE
NOW DEPENDENT ON BEST AVAILABLE CREDIT TERMS.

2. GOSL DISCUSSIONS WITH VARIOUS POTENTIAL SUPPLIERS HAVE
BEEN GOING ON OVER PAST YEAR, CONSIDERING FIRST COMPLETE
GROUND STATION AT COST APPROX \$5 TO 6 MILLION AND
SUBSEQUENTLY SCALED-DOWN INTERIM STATION FOR WHICH PRICES
IN VICINITY \$1.6 MILLION HAVE BEEN QUOTED. SUPPLIERS
SHOWING INTEREST HAVE BEEN GTE, IHT, CABLE AND WIRELESS
(WHICH FIRST PROPOSED INTERIM STATION) AND JAPANESE.
EMBASSY UNDERSTANDS JAPANESE FORMERLY LEADING COMPETITOR
BUT HAVE LOST GROUND RECENTLY SINCE THEY, 1) DO NOT HAVE
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SCALED-DOWN VERSION

WHICH GOSL NOW SEEKING AND 2)
UNABLE OFFER SATISFACTORY CREDIT ARRANGEMENT. HEAD GF GOSL
DEL TO RECENT IBRD/IMD MEETING WASHINGTON TALKED
FURTHER WITH GTE AT THAT TIME AND, EMBASSY
UNDERSTANDS, RETURNED WITH POSITIVE ATTITUDE TO GTE
PROPOSAL SUPPLY SCALED-DOWN STATION. EMBASSY HAS
NOTHSEEN ANY GTE REP SINCE DISCUSSIONS BECAME
FOCUSED ON SCALED-DOWN VERSION BUT HAS HEARD FROM
LOCAL COMMERCIAL SOURCE THAT GTE MAY BE PLANNING
PROVIDE EQUIPMENT THROUGH ITALIAN FIRM BY NAME OF
TELEPROJECTS.

3. SUBJECT TO SALE MEETING EXIMBANK CRITERIA, EMBASSY
SEES NO POLITICAL OR OTHER REASONS WHY EXIMBANKS
SHOULD NOT CONSIDER CREDIT INSURANCE APPLICATION.
ON CONTRARY, EMBASSY CONSIDERS THERE EXCELLENT
POLITICAL AND COMMERCIAL REASONS TO APPROVE REQUEST.
ACQUISITION OF AMERICAN COMMUNICATIONS EQUIPMENT FOR
THIS KEY PROJECT SHOULD INCREASE OPPORTUNITY FUTURE
SALES AMERICAN EQUIPMENT IN MARKET WHICH HISTORICALLY
HAS RELIED MOST HEAVILY ON BRITISH SOURCES.
SAMUELS

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Message Attributes

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